

Message Text

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E.O. 11652: N/A

TAGS: ETRD, CH

SUBJECT: STATISTICS ON JAPANESE BULLDOZER EXPORTS TO CHINA

REF: A. STATE 139294; B. STATE 263930

1. EMBASSY INVESTIGATION REVEALS THAT APPARENT ABNORMALLY LOW PRICE FOR BULLDOZERS SHIPPED FROM JAPAN TO CHINA IN 1972, 1973 AND 1974 ARISES FROM FACT THAT JAPANESE SITC CATEGORY 71845 "BULLDOZERS" ACTUALLY APPLIES ONLY TO FRONT BLADE OF BULLDOZER, WHICH IS NORMALLY PACKED AND SHIPPED SEPARATELY FROM MAIN BODY OF TRACTOR (CALLED BARE TRACTORS), SITC #712530. ACTUAL AVERAGE UNIT PRICE OF COMPLETE BULLDOZERS CAN THEREFORE BE OBTAINED FROM CUSTOMS FIGURES BY DIVIDING COMBINED TOTAL VALUE OF "BULLDOZERS" AND "CATERPILLER TYPE TRACTORS" BY NUMBER OF TRACTORS.

2. THIS INFORMATION WAS OBTAINED FROM KOMATSU LTD. AND CONFIRMED BY EXPORT DIVISION OF FINANCE MINISTRY TARIFF BUREAU.

3. SHIPMENTS BY KOMATSU COMPRISED 100 PERCENT OF BULLDOZERS EXPORTED FROM JAPAN TO CHINA IN 1972 AND 1973 AND 90 PERCENT OF JAPAN'S BULLDOZER EXPORTS TO CHINA IN 1974 (MITSUBISHI HEAVY INDUSTRIES SHIPPED REMAINDER).

4. ACCORDING TO KOMATSU ITS CONTRACT TO DELIVER 1,192 BULLDOZERS TO CHINA WAS SIGNED NOT IN 1972 BUT IN OCT. 1973. ALTHOUGH DECLINING TO GIVE PRECISE BREAKDOWN BY SIZE AND VALUE, KOMATSU REP ESTIMATED THAT SOME 90
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PERCENT OF CONTRACTED BULLDOZERS WERE MODEL D80A (180 HP,

21.8 TONS IN WEIGHT) AND 10 PERCENT WERE MADE UP OF BOTH MODELS D150A (300 HP, 33.2 TONS) AND 60 PL (140 HP, GP.23 KG/CM2). NEARLY 90 PERCENT OF UNITS CONTRACTED WERE DELIVERED TO CHINA DURING 1974 AND ARE SHOWN IN 1974 STATISTICS. CURRENT FOB EXPORT PRICE OF MODEL D80A IS 19 MILLION YEN (APPROXIMATELY US \$63,300). KOMATSU HAS NOT CONCLUDED ANY SUBSEQUENT CONTRACT FOR SALES TO CHINA TO DATE.

5. CUSTOMS A STATISTICS FOR JAPAN'S EXPORTS OF BULLDOZERS ARE AS FOLLOWS: (WITH DESIGNATION CORRECTED BY EMBASSY PER PARA. 1 ABOVE).

	UNITS	VALUE		UNIT PRICE	
		1000 YEN	1000 US\$	1000 YEN	US \$
19, BLADES	209	175,071	568	838	2,718
1972 TRACTORS	205	1,235,719	4,012	6,027	19,570
1973 BLADES	30	15,755	58	525	1,933
1973 TRACTORS	30	183,777	673	6,126	22,433
1974 BLADES	1,033	713,484	2,452	691	2,374
1974 TRACTORS	1,057	8,225,260	28,265	7,781	26,740

AVERAGE EXCHANGE RATES IN EFFECTS AS FOLLOWS: 1974 \$1 - YEN300; 1973 \$1 - YEN273; 1974 \$1 - YEN291.
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